

THE TRANSPORTATION LINK

OFFICE OF THE
SECRETARY

U.S.
COAST GUARD

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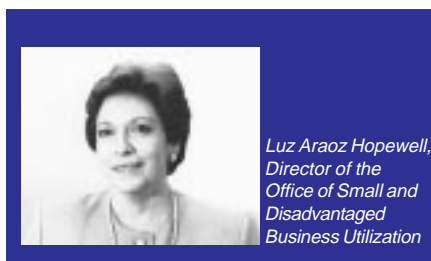
FEDERAL TRANSIT
ADMINISTRATION

ST. LAWRENCE SEAWAY
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RESEARCH &
SPECIAL PROGRAMS
ADMINISTRATION

SEPTEMBER 1997



Luz Araoz Hopewell,
Director of the
Office of Small and
Disadvantaged
Business Utilization

Dramatic changes in technology and management systems are taking place in today's transportation industry. With students of all ages returning to school, we believe this is an excellent opportunity to highlight the *Garrett A. Morgan Technology and Transportation Futures Program*. If we, as a nation, are to keep current with the public's need for effective transportation, we must ensure that today's students are aware of the tremendous opportunities available to them in the field of transportation. Achieving this goal is the mission of the *Garrett A. Morgan Technology and Transportation Futures Program*.

Many more students may consider entering the transportation field if we inspire them to aggressively pursue subjects such as math and science. The *Garrett A. Morgan Technology and Transportation Futures Program* is designed to advance the math, science, and technology skills of 1 million students through the year 2000. The program will stimulate public/private partnerships to help educators integrate transportation components into their curricula.

I encourage all of us to collaborate with educational, business and other groups, such as those listed below, to help make the Department of Transportation

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Preparing Today's Youth for Tomorrow's Transportation Careers

Although Garrett A. Morgan is not a household name, he is a hero to U.S. Department of Transportation (US DOT) Secretary Rodney Slater. Morgan was a 19th century inventor who understood the power of technology. To prepare America's youth for 21st century jobs in transportation industries, Secretary Slater recently inaugurated the *Garrett A. Morgan Technology and Transportation Futures Program*. This program will focus on inspiring "students to choose careers in transportation so that this nation will have the skilled work force needed to operate and maintain the world's best transportation system."

As a tribute to his hero's dedication to public service, safety, and technological innovation, Secretary Slater inaugurated the program at Cleveland's Garrett A. Morgan School of Sciences. The program's initial effort is dedicated to upgrading this magnet school's computer lab and building a volunteer tutor and mentor program. Secretary Slater asked the students, "How many of you would like to develop cars for the future that rival those you see on 'Star Trek' or 'The Jetsons'?" Many arms rose. To help students develop technology skills for transportation careers, Secretary Slater inaugurated a partnership between the Department of Transportation, the private sector, and the school.

In the kickoff ceremony, Secretary Slater announced a series of community partnerships with the Garrett A. Morgan School of Sciences that will serve as a model for the national *Garrett A. Morgan Technology and Transportation Futures Program*. The US DOT has donated 30 computers to the Morgan School's computer lab. Computer lab teacher Ken Fiore said he was pleased with the students' response to the lab. "I can't keep them out," he said. "I've actually caught a few students trying to sneak into the class." Officials said they hope the public/private partnership responsible for the Cleveland school's computer lab can be emulated at other schools throughout the nation as the program gains momentum.

DOT will forge partnerships with transportation and technology firms, community-based organizations, state transportation departments, the education community, and other federal government agencies to make students aware of the opportunities in the transportation field and to give them the skills needed for transportation careers. These activities will include the entire range of students: K-12, community colleges, higher education and life-long learning. Secretary Slater is establishing the Garrett A. Morgan Education Roundtable to facilitate partnering transportation education activities.

Secretary Slater has asked Kelley Coyner, Acting Administrator of the Research and Special Programs Administration (RSPA), Department of Transportation, to take the lead on the *Garrett A. Morgan Technology and Transportation Futures Program*. For more information, contact Ms. Kelley Coyner or Ms. Pat Carroll at (202) 366-4831 or email at garrett.morgan@rspa.dot.gov.

Blanket Purchase Agreements Cover Federal Purchase Requirements

The increasingly popular Federal Supply Schedule Blanket Purchase Agreements (BPAs) have again been in the news with recent awards, some of staggering proportion and potential. Of significance is the huge \$1 billion BPA awarded in July from the North Texas Health Care System of the Department of Veterans Affairs to Datatrac Information Services, Inc., and their subcontractors, for a wide range of information technology (IT) products and services. Datatrac is a woman-owned, Native American firm. In addition to the large dollar ceiling, other landmark points of the agreement include the wide range and scope of the available products and services, making a virtual one-stop IT shopping mall, and the ability to make both on- and off-schedule purchases.

Federal purchasers are discovering the advantages of both setting up BPAs with qualified suppliers and using BPAs for the flexibility to purchase as few or as many services and supplies needed to satisfy their requirements.

With the recent changes that remove the dollar ceiling on purchases, the BPA area is poised for explosive growth. The advantages of purchasing from a BPA schedule program, as opposed to a single vendor contract award or Purchase Order, are multiple:

- Significantly reduce contract administrative and procurement costs.
- Obtain volume discounts from supply vendors.
- Often provide one-stop shopping, supplying (IT) products, services, and integration.
- Comply with procurement requirements as established under the Federal Acquisition Regulations (FAR).
- Can satisfy Federal Agency goals to use small business for purchases. As an example, Datatrac recently received its 8(a) SBA certification.

The agency sponsoring the BPA will allow other agencies to purchase the products and services from the supplier and realize a small percent overhead charge for directing the purchase. This is a growing alternate means for an agency to generate much-needed revenue by selling services to other agencies or, as in the case of the Datatrac BPA, purchase directly from the supplier.

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Garrett A. Morgan 1877 – 1963

Morgan was born on a farm in Paris, Kentucky, one of 11 children. His formal education ended with sixth grade at 14 years old, when he left home. He went to Cincinnati, where he hired a tutor to help him master English grammar. He eventually settled in Cleveland.

Morgan's generation was part of a revolutionary change in transportation--the introduction of the automobile into a horse and buggy world. The automobile was a



*Garret Augustus Morgan
Inventor*

wondrous invention, but after Morgan saw a collision between an automobile and a horse-drawn carriage, he was distressed by the collision. His response was to invent the automatic traffic light. Morgan patented his invention in 1923 and later sold the technology for his traffic light to General Electric Corporation. Morgan's invention of the traffic light stands as a significant contribution to the evolution of traffic management.



Follow the Money...

Vice President Gore Announces \$7.1 Million Grant for Des Moines International Airport Improvements

The grant will be used in the second phase of the relocation of a state highway, Army Post Road. This relocation is one of the first steps necessary for a runway extension that will reduce noise levels in the communities surrounding the airport. The funding comes from the Federal Aviation Administration's Airport Improvement

Program. Contact Bill Mosley at (202) 366-5571, or email at bill.h.mosley@ost.dot.gov.

DOT Awards \$1 Million to Texas A&M for Transportation Education and Research

The grant will be used to operate the Southwest University Transportation Center, one of 14 University Transportation Centers (UTCs) located through-

out the United States. Others involved include the University of Texas at Austin and Texas Southern University. The Southwest UTC conducts state-of-the-art transportation research, provides financial support to transportation students, develops transportation courses and curricula, and presents seminars and continuing education programs for current transportation professionals. Contact Patricia Klinger at (202) 366-4831, or email at patricia.klinger@rspa.dot.gov.

Agreements, continued from p.2

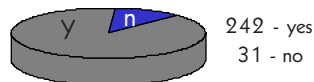
BPA's are allowed under the FAR Section 13.203-1(f) and may be established with Federal Supply Schedule contracts. As teaming agreements are allowed on Federal Supply Schedule BPA's under FAR Section 9.6, a supplier may team with a number of other suppliers to provide a full spectrum of products and services.

Information on the North Texas VA/Datatrak BPA may be obtained from their respective Internet web sites: www.aac.va.gov, www.datatrak-dc.com, and www.bpa-it.com, or from Ms. Kathi Yeager at Datatrak, (703) 934-9800, or general email at bpa-it@datatrak-dc.com. For information on how to set up a BPA, the Internet location is pub.fss.gsa.gov/fcooc/bpa.htm.

Link Survey Results

In the March 1997 issue of The Transportation Link, the Editor conducted a survey of our readers to better serve your needs. The objective was to find out "how" you would prefer to receive the newsletter, as well as which articles benefit you the most. The results are in, and we sincerely thank the 273 readers who took the time to respond. Here's what they said...

Question 1: Do you wish to continue receiving The Transportation Link in paper form?



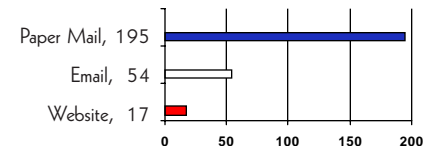
Question 2: Would you like to receive an Email version of The Transportation Link?



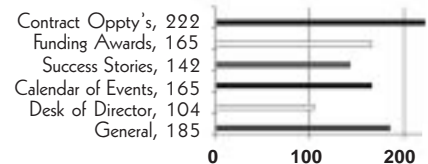
Question 3: Have you read the Internet version of The Transportation Link on the OSDBU Web Page?



Question 4: Which is the best medium for you to receive The Transportation Link?



Question 5: Which parts of The Transportation Link are most valuable to you?



GSA Schedule Listing -- A Benefit for Small Businesses

The General Services Administration (GSA) schedule has been subject to a recent makeover and streamlining process. The resulting organization is rapidly becoming the most popular source for acquiring information technology (IT) products and services. So popular, in fact, that the total revenue for this fiscal year will be close to \$3 billion, an increase of nearly \$1 billion over last year.

Small businesses are increasingly taking advantage of this method to place their products and services in the eye of prospective Federal purchasers. According to GSA, nearly 62 percent of the total GSA business volume goes to small companies and 73 percent of the suppliers are classified as small.

The GSA Schedule is rapidly becoming the "place to market" and contains nearly 4 million listed items. With orders being placed via the Internet, Federal credit card purchases and rapid delivery, the GSA schedule is fast approaching the ideal method for the Government to purchase goods and services. Additional information on the GSA schedule can be obtained by accessing information over the World Wide Web at <http://www.gsa.gov>.

Both new and/or existing small 8(a) contractors should investigate getting on the GSA Schedule to increase their share of the market. To help you enter this expanding area, listed below are the GSA Federal Supply Services (FSS) Commodity Centers, which are responsible for issuing Invitation For Bids (IFBs)/Request For Proposals (RFPs) on various Groups and Classes.

Automotive, Washington, DC (703) 603-1200; Tools Acquisition Division, Washington, DC (703) 603-1338; Office and Scientific Photographic Equipment, Washington, DC (703) 305-6626; Furniture, Washington, DC (703) 305-6636; Office Supplies and Paper Products, New York, NY (212) 264-8201; Tools Acquisition and Appliances Center, Kansas City, MO (816) 926-7171; General Products, Fort Worth, TX (817) 334-5215; Paints and Chemicals, Auburn, WA (206) 931-7110; Small Purchases and Travel/Transportation Management, Washington, DC (202) 619-8910; ADP Acquisition Center, Arlington, VA (703) 305-3022; Services Acquisition Center, Washington, DC (703) 305-6658; National Customer Information Center, 1-(800) 488-3111, (816) 926-1416, Fax: (816) 926-6952.

For additional procurement assistance from the United States Department of Transportation in getting set up on the GSA Schedule, contact Daniel Telep, Jr., Contracting Officer, DOT/OST/TASC, (202) 366-6699, or email him at daniel.telep@ost.dot.gov.

Desk of the Director, continued from p.1

tation's vision to inspire today's youth to pursue tomorrow's transportation careers a reality.

- Team with local, state and federal agencies to encourage the transportation community to participate in building support and resources for math, science, and technology achievement at all grade levels.

- Work with the business community, technical schools, trade associations and other private sector organizations to provide American transportation enterprise with a future technologically skilled work force.

- Cooperate with colleges and universities to increase college students' interest in pursuing degrees in transportation-related fields through transportation internships and specialized summer programs. As we celebrate National Historically Black Colleges and Universities (HBCUs) Week, September 22-26, we should make a special effort to cooperate with our HBCUs and all Minority Educational Institutions.

If we work together to pursue these and similar initiatives for today's youth, tomorrow's work force – and the nation's transportation infrastructure – will be the winners.

CALENDAR OF EVENTS OF INTEREST TO M/WBES SEPTEMBER/OCTOBER/NOVEMBER 1997

Date	Event	Location	Contact
September 9-11	Training and Development of Disadvantaged Small Business in Advanced Technologies (TADSBAT) Program, Sponsored by NASA, OSDBU Goddard Flight Center	Greenbelt, MD	Felicia Colley (800) 933-8483 or (205) 922-1110
September 12	11th Annual Entrepreneurial Woman's Conference	Chicago, IL	Helen Brown (312) 853-3477
September 24	Preparing Your Loan Request, Sponsored by the Women's Business Development Center	Chicago, IL	Helen Brown (312) 853-3477
September 25	Electronic Commerce/Electronic Data Interchange Workshop	Van Nuys, CA	Mary Dean (818) 756-4444 ext. 225
September 29-30	5 th Annual Women Mean Business Conference/Business Mart	Lexington, KY	Donna Maupin (606) 257-7673 (888) 475-SBDC
October 1	Minority Business Exchange	Madison, WI	Floyd Rose (608) 241-5858
October 8-12	15 th Annual United States Hispanic Leadership Conference Sponsored by United States Hispanic Leadership Institute	Chicago, IL	Juan Andrade, Jr. (312) 427-8683
October 13-14	4th Annual African American Entrepreneurship Summit, Sponsored by the Economic Development Institute	Auburn University, AL	Dr. Keenan Grennell (334) 844-6151
October 16-17	Targeting Federal Agencies 1997, Sponsored by the National Institute of Federal Procurement	Washington, DC	Elizabeth Shapiro (301) 287-2422
October 19-22	NMSDC Annual Conference and Business Opportunity Fair, Sponsored by the National Minority Supplier Development Council	New York, NY	Suzette Eaddy (212) 944-2430
October 25-28	11 th Annual Conference Commitment to Change, Sponsored by Hispanic Association of Colleges and Universities	San Antonio, TX	Kathy Hill (210) 692-3805
November 5-8	Region IV 8(a) Contractors Annual Conference	Atlanta, GA	Wanda Thomas (800) 934-2914

<http://osdbuweb.dot.gov>



Address Correction Requested

US Department of Transportation
Office of the Secretary of Transportation
Base Technologies, Inc.
1749 Old Meadow Road
Suite 500
McLean, VA 22102